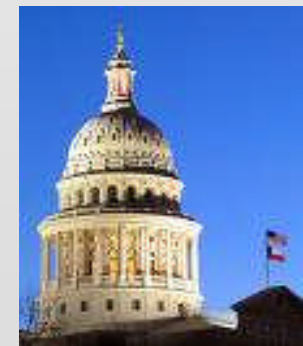


Government Solutions Group

GSA Mentor/Protégé Program



Mentor-Protégé Program Participant



Our Protégé's

- **Emergency Planning Management (EPM) - VA**
 - IT Support, Management & Consulting
 - Fire & Life Safety, Security & Protection
 - 8(a), Verified SDVOSB – Tim Melendez, President
- **A.R. Acosta Limited – NV**
 - Project Management Specialist – PMP Certified
 - IT, Construction, Engineering, Forestry
 - 8(a), Women-Owned – Alisa Acosta, Founder/CEO
- **American Pride General Engineering – CA**
 - General Engineering, earthwork
 - Construction Management, Environmental
 - Native American, Verified SDVOSB – Jim Hatter, President/CEO

The Internal Sale

**23% of Federal dollars are “set-aside”
for small businesses**

*** 8(a), SDVOB, WOSB, HubZone, ANC**



\$2.3 Billion Federal Opportunity

~\$255 Million Per Region

23% = \$59 Million

Large business can only eat from the RED portion; MPP adds the Blue

Small Business Teaming Works!

22 WINS with SG

Mechanicsburg, PA	\$436,236.00
Orlando, FL	\$155,000.00
Orlando, FL	\$120,000.00
Charleston, SC	\$65,000.00
Phoenix, AZ	\$13,644.00
Southern Ohio, WV	\$21,000.00
Mechanicsburg, PA	\$338,000.00
Mechanicsburg, PA	\$466,104.00
Mechanicsburg, PA	\$500,000.00
Mechanicsburg, PA	\$195,000.00
Boise, ID	\$35,000.00
Atlanta, GA	\$19,425.00
Charleston, SC	\$26,640.00
Mississippi	\$8,280.00
Southern Ohio, WV	\$539,594.00
Mechanicsburg, PA	\$21,697.00
Richmond, VA	\$1,007.00
Richmond, VA	\$1,987.00
Richmond, VA	\$16,610.00
Boise, ID	\$720.00
Richmond, VA	\$11,000.00
Richmond, VA	\$7,129.00
New York	\$123,000.00
	\$3,122,073.00



Tim & Jolene Melendez, EPM

Snapshot of MPP Deliverables to Protégés

- Management and technical
 - Sales, Executive, Products
- Financial
 - Sharing of office space (national footprint), Bonding
 - \$1 M annually in subcontracts
- Business development
 - Sharing of customer network, Proposal process, BD tools and applications
- Knowledge transfer of key initiatives
 - SimplexGrinnell was selected as the 2010 GSA Evergreen Award winner under the Technologies category

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